

SOME PLAIN TALK BY PLAIN FOLKS

(Continued From First Page.)

the cost of living to a group of several hundred bankers, railroad men and manufacturers in the Governor's room of the New York Produce Exchange, and, according to the New York Times, which made a full report of the meeting, the speech the professor made seemed to convince every one who heard him that the scheme, if carried out would be the best agent for reducing the cost of living that has yet been advocated.

Banker, Farmer and What-Not.
But, maybe I had better let the Times tell the whole story, and I do it with the hope that Virginia farmers and Virginia consumers and buyers and Virginia good road makers may learn a great deal from Professor Holden's views.

The Times says:
Professor Holden looks like a banker, but admits with pride that he is a plain, scientific farmer, who would rather be seen with a bundle of corn-stalks under his arm than with a steering wheel of an automobile in his hands, that he provided the corn-stalks are the largest and healthiest than can be grown. The general subject of corn, in fact, is the professor's pet hobby, and the collection of bugs and worms which he exhibited yesterday gave evidence that his experiments take him below the soil to the analysis of which he has given years of his life.

Every Acre Must Bring More.
In brief, Professor Holden tried to show, with the aid of his experiments and charts, that the cost of living can be reduced only by an equivalent increase in the amount of crops produced. He would, therefore, produce more bushels of grain to the acre. His remarks, he said, applied to all kinds of grain, but yesterday he confined himself to the production of corn, which, he said, was the barometer of all the grains, and he argued that what had been done in Iowa under his direction could also be done in other States. Plans were formulated at the conclusion of the lecture to spread the Holden doctrine all over the United States, and at the end of three years, it was estimated there would be a noticeable reduction in the cost of living that the question would cease to be an issue in politics.

Facts and Figures.
To illustrate, Professor Holden pointed out that the price of corn in Iowa in 1910, when a bumper crop yielded about 20,000,000 bushels of corn in that State, was 25 cents, and that the price rose to 50 and 60 cents the following year when the total yield was only 20,000,000 bushels. He did not discuss the effect of weather conditions on the total yield, but argued that every acre of land, under the right treatment, could yield better results, and this right treatment, he said, would never be admitted, unless the farmers could be educated. Hence, he said, he had come about to educate them, and the story of his results comprised the principal part of his lecture. Edward H. Carhart, president of the New York Produce Exchange, said later that Professor Holden's lecture was one of the best things he had ever heard in his life, and that seemed to be the prevailing sentiment.

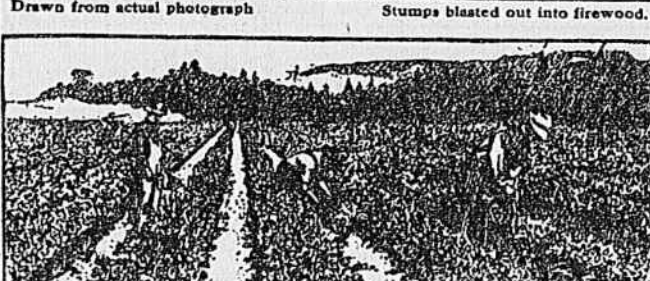
The Coming Farmer.
"It is a question of producing another bushel of grain per acre of soil," said Professor Holden, at the same time taking off his coat and exhibiting a pair of farmer's suspenders. "The time will come when every farmer, just as every doctor, will be required by the State to have a license to show his ability. We must grow more grain per acre and we know that it can be done, for we have done it in Iowa, and every extra bushel of grain produced in Iowa reduces the cost of living in New York City."

"The farmer who now gets a yield of thirty bushels of corn per acre is just making a living. He is not making money. If he can produce thirty-five bushels on the same land he will have a little extra coin to spend for railroads, churches and schools. If he can produce forty bushels he has doubled his profits, and if he can produce forty-five bushels he has trebled his profits. Our experiments show that he can get over seventy bushels out of an acre."

"In Iowa we plant three kernels of corn to a hill, and out of each hill we now get one healthy stalk with one ear of corn weighing eleven and one-half ounces. We ought to get three healthy stalks at three ears of corn. We are not looking for that at all, but if we can increase the weight of the one ear of corn for instance, by three ounces, see what that will mean. It will mean ten additional bushels of corn per acre. It will mean 100,000,000 additional bushels in the ninety-nine counties of the State. It will mean additional profits of \$5,000,000 for one year."

Demonstration Farms.
"What we want is a State farm

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RED CROSS DYNAMITE

Will Be Demonstrated on the Farm of JAMES BELLWOOD, 7 Miles South of Richmond, on Petersburg Road, December 11th, 2 P. M.

In each county where we can show the farmers their error. We now have sixteen such farms in as many different counties in Iowa. At corn-planting time my agents go along the country roads and collect from each farmer a sample of the corn which he is sowing. The samples are taken right out of the planting machines, they are labeled, the corn is tested for germination, records are filed, and then the sample corn is planted on the county farm, each farmer's sample being tried out in four different plots of ground so as to give it a fair chance.

"When the harvest time comes we have a big county show. Each plot of corn is labeled with the farmer's name and the yield per bushel is written on the tag. The farmers come and look for their names on the tag and compare results."

There may be a seventy-bushel, and a thirty-five-bushel yield side by side. Our experiments show that 15 per cent of the kernels planted are dead kernels and do not grow at all. Some of the farmers open their eyes when they see the results and skirmish around buying seed corn from their more successful neighbors.

What Might Be.
"In Iowa I am allowed \$50,000 a year for this extension work. If I owned all the farm land in a single county I'd take all of this \$50,000 and put it into one county. I could add ten bushels an acre to the yield. For a single county this would mean an increase of 1,000,000 bushels and a profit of \$500,000. Wouldn't that be a good investment?"

"We've got to get rid of the poor seed corn first. Each State should appropriate carloads of the best seed corn to the farmers gratis. Then the farmers must be educated, and so this the State should set up short-term agricultural schools in each township of the State."

"There are four agricultural commissions, which every farmer should obey:

- "1. Thou shalt test (germinate) six kernels in every ear of thy seed corn before planting.
- "2. Thou shalt grade it and test thy planting.
- "3. Thou shalt improve thy seed with the best seed.
- "4. Thou shalt harvest and store thy seed corn before it is frozen in the fall."

Getting Down to Business.
Following the lecture Burt Ball, Secretary of the Council of American Grain Exchanges, of which the New York Produce Exchange is one of sixteen, outlined his plans for extending Professor Holden's experiments

throughout the United States. He said that the national crop committee of these various exchanges were endeavoring to find out what conditions prevailed in every single county in the United States and what is most needed in order to produce a greater yield. Agricultural expansion workers, Mr. Ball said, should be appointed in all sections of every State, and this is how they can accomplish by getting the town commercial clubs in all quarters to act in harmony and to produce funds for the advancement of the work.

"A law of the land must be adopted," he said, "making it a crime, as it is a crime, in fact, not to replenish the soil for posterity."

REAL ESTATE AND BUILDING NEWS

(Continued From First Page.)

last week to buy for himself and his loved ones a very respectable home in Richmond, at which, it is said, that the statesman will spend the balance of his good days. The property he bought is 2700 Hanover Street.

A. M. Walkup, a well known contractor, bought 745 and 748 North Seventeenth Street, and he proposes to make it a storage house for his much building material required in his "much business" in this city. The property was bought from the C. A. Rose Company.

The McClure-Davenport-Taylor Co. has sold within the last two weeks over twenty farms in various parts of Virginia, and mostly the sales were to Western people.

Several other agents tell of large sales of farm lands, but always have a way of keeping their own counsel and refuse to give particulars.

ONE ACRE YIELDS SMALL FORTUNE

Among other cheering Virginia scenes pictured on the front page is an accurate photograph of the Sussex county boy who won all the prizes for good corn growing in old Virginia. The story of this boy's good work has already been told in The Times-Dispatch. A repetition of the story is surely not out of place. Here it is: Upon a total investment of \$351, which includes his own labor and rent on an acre of his father's land, John A. Johnston, Jr., of Jarretts, Sussex county, the thirteen-year-old Sussex county boy, who raised the best acre of corn in the State this year, will realize many hundreds of dollars.

He puts in his corn at 90 cents a bushel, which is too low. But letting it go at that, he will get \$147.60 for the 164 bushels. This makes a clear profit of \$52.60. In addition, he got the \$150 prize at the Southside Fair for the best acre of corn; a \$50 prize at the Emporia Fair, and a \$15 prize at the Sussex County School Fair. This makes \$255 cash in prizes.

On December 11 he will join the prize winning boys from the other States in a trip to Washington, with all expenses paid by the Bureau of Plant Industry. The kids will be shown everything in town.

Then young Johnston gets a scholarship at the Virginia Polytechnic Institute in January and February, taking up all practical subject he pleases, with all expenses paid. He will probably go. This kid, who has beaten every other corn-raiser in the State, man or boy, used about 1,400 pounds of phosphoric acid, 400 pounds of bone meal, 200 pounds of muriate of potash and 200 pounds of nitrate of soda. The ground did not get all this at once, but by degrees. The soil was used in fusing peanuts last year. Of course, it was plowed deep and worked well. The whole was under the direction of M. H. West, of Waverly, the demonstrator for Sussex county.

It goes without saying that Mr. West is very proud of this boy of Jarretts, in good old Sussex county.

COMPETITORS CAN GO TO COMPETING

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opinion possible under the circumstances, and that under the direction of the Circuit Court for the Southern District of New York and with the co-operation of Attorney-General Wickersham, a plan of reorganization was worked out that at once protects the stockholders and the public, and could scarcely be improved upon. He believes that the men interested in the reorganization have acted, and will continue to act, in good faith. Nevertheless, if it should develop that they are not, the arm of the government is long and the pursuit of the offenders will be relentless. He believes the injunction features will amply serve to prevent any collusion in the future or any attempt to evade the laws. It is possible, of course, that some stockholders or officials may undertake to effect working combinations or agreements, or acquire control of stock where the same has been forbidden by law, or in some other manner violate the injunctions. If any one entertains such an idea it may be well to consider that in such cases there will be no prolonged litigation, no trial by jury, no long drawn-out appeals. The offender will be called into some quiet court room and his offense pointed out to him and a jail sentence imposed, from which there will be no escape? President Taft has every confidence in the ability and the disposition of the courts to effectually deal with such contingencies, and that one or two conspicuous examples would be sufficient to deter all other prospective lawbreakers. For these, as well as other reasons, President Taft is quite convinced that the trust magnates affected are proceeding in good faith in the application of the court's orders and will continue to do so indefinitely.

Scouters and Doubters.

Of course, there are some who will scout the idea that the heavy hand of the law will fall upon distinguished offenders. But it should be remembered that the above views are those of the man who dissolved the hitherto impregnable Standard Oil trust and who is now engaged in the task of attempting to send the beef barons, bathtub magnates, and others to jail, and who has not hesitated to attack the steel trust, with its allies in every railroad office and in every bank and broker's office.

The President maintains that when business is properly segregated, as he believes has been done with the tobacco trust, where absolute autonomy is provided for each of the new concerns in their orders and directors, the stockholders themselves will take care of the rest. They must compete to live! It is pointed out that the new concerns are each of large capitalization, each controlling favorite brands, and each naturally a competitor of the others. The production and sales of each concern under normal conditions can easily be approximated. It is pointed out that should one concern undertake to lessen its competition in any direction, the result will soon show in its sales, receipts and dividends, which would immediately start an inquiry from the minor stockholders. There are 6,000 of these, approximately, and if any one undertook to combine them it would be a hopeless task. Some one would be certain to squeal!

Competition Must Compete.

As far as the question of "competition" is concerned, it is pointed out that it is not intended to compel competition by law. All that the law contemplates is to make competition possible. This the President feels has been done, and that it is now up to those interested to compete. To repeat: he feels the new concerns must compete to live. The millions at stake appear to justify his conclusion that it will be nip and tuck for existence and continuous dividends.

President Taft is also satisfied that "big business" can square itself with the existing laws, if it is so inclined. He thinks that has already been conclusively proven in the oil and tobacco cases. Consequently he is opposed to any radical changes in the laws nor will he cease his efforts to compel all offenders to come into camp. His policy on this question is fixed and inflexible.

FROM RICHMOND TO THE TROPICS

(Continued From First Page.)

the better part of three days to spend in Bermuda and find out all about the island and its business and trade and then come back on the same ship leaving Bermuda late Monday afternoon, January 15th, and, with good seas, will pull into the harbor at Newport News Wednesday afternoon, January 17, in time for the Richmond contingent to hit the C. and O. train for Richmond that will bring them here in time for supper, they having been out and seen a whole lot of the world in just six days and at cost not exceeding \$56 per passenger.

Just an Experiment.

This is purely an experiment on the part of the steamship company. If Richmond takes the interest in the matter that the Chamber has been telling the steamship folks it will take, and if Richmond business men are really ready to avail themselves of an opportunity to look for trade in the regions this company runs ships to, then Mr. Bowman and Manager Dabney, of the Chamber, will have but little trouble in inducing the Royal Mail Steam Packet Company to make Richmond via Newport News, a regular station on its double-barreled line to Bermuda, Cuba, Jamaica and Panama, and the last named means an opening to all of Central America and all of South America, to say nothing of Pacific coast business that must in time come through the Panama Canal. This looks like a mighty good chance for Richmond to come in for new business.

Copper and Tin.
Between 1901 and 1909 the capital invested in this country in copper, tin and sheet-iron industries increased from \$17,532,000 to \$27,532,000, or 57 per cent, and the value of their products from \$119,933,000 to \$190,924,000, or 57 per cent.

The Valentine Museum
ELEVENTH AND CLAY STREETS.
Open daily from 10 A. M. to 5 P. M.
Admission, 25c. Free on Saturdays.

The Confederate Museum
TWELFTH AND CLAY STREETS.
Open 9 A. M. to 5 P. M.
Admission, 25c. Free on Saturdays.

Financial	Financial	Financial
Condensed Statement of The First National Bank of Richmond, Virginia		
December 5, 1911		
Resources		
Loans and Discounts	\$8,183,235.18	
Guarantee Account Letters of Credit for Merchandise	27,337.30	
Overdrafts	1,975.76	
U. S. Bonds at par	980,000.00	
Other Stocks and Bonds	313,182.14	
Banking House	45,000.00	
(Assessed value \$68,725.00.)		
Furniture and Fixtures	0.00	
Other Real Estate	0.00	
Cash and Due from Banks	2,482,221.16	
	\$12,032,951.54	
Liabilities		
Capital	\$1,000,000.00	
Surplus Fund	1,000,000.00	
Undivided Profits	\$2,726,811.84	
Less Dividends Paid	2,492,245.00	
	234,566.84	
Unearned Discount, etc.	100,000.00	
Accrued Interest and Taxes	46,781.37	
Circulation	966,400.00	
Individual Deposits	\$5,720,346.69	
Due to Banks	2,279,619.34	
U. S. Deposits	1,000.00	
	8,000,966.83	
Bond Account	656,900.00	
Letters of Credit for Merchandise	27,337.30	
	\$12,032,951.54	

This Board of Directors assures conservative banking and brings to this institution the benefits of large experience in the financial and commercial world.

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Capital \$ 219,750.00
Surplus 600,000.00
Assets, over 2,000,000.00

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National Bank of Virginia

Capital, \$1,200,000. Ninth and Main Streets. Surplus, \$600,000.

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Is to make and keep this bank active, progressive and in the fullest sense an up-to-date institution.

Five years ago we moved into our present building with deposits of \$47,000.00 and a capital of \$50,000.00. To-day we have a capital and surplus of \$350,000.00 and deposits amounting to over \$500,000.00.

Commenting on this statement, which was printed a few days ago, one of Richmond's best known, wide-awake business men said it was the most remarkable instance of growth he had ever known.

We've repeated the statement to-day, not with the idea of boasting, but simply to show you what satisfactory service and courteous treatment have accomplished.

You are invited to do your banking business with the

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